

# ON PRESS

KOMORI | No. 93  
2018

## Breakthrough Automation

Digitalization Sparks Shift to Creative



Komori Solution Cloud

**KP-Connect**

Operation info

Quality info

Maintenance info

Error info

# Solutions

Efficient Machines · Effective People

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Komori is thinking about the future of printing and coming up with solutions: digital printing, the cloud and shifting resources to the creative realm. On display at IGAS 2018 will be new technologies and machines that will trigger significant change in the printing industry.



## User Profiles

### Specific Machines for Diverse Applications

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Two printers — one Japanese and the other Dutch — assess the Impremia IS29 as a production machine. Printers in the U.S., Indonesia, China and India address their markets with Lithrone G and GX series presses, each in a different configuration. The results: greater production and increased revenues.



## K-Supply, KGC and Postpress

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Hero Print in Australia runs K-Supply H-UV ink in their 10-color Lithrone G40P and calls it 'fantastic.' The Komori Graphic Center at Komori America provides just the training that their customers need. And an Italian printer found their postpress solution in the Apressia CT137 cutter.



## Topics

### Komori Reworks the Lineup

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As the Indian printing industry shines bright, Insight Communication and Print Solution India has become Komori India. The Lithrone A37 and G37 have been integrated into an updated Lithrone G37. And a Pepio F6 gravure offset press has been provided to NextFlex for research into flexible hybrid electronics. The future is taking shape.



## Shows and Komori People

### Tsukuba Open House Highlights Combined Potential

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An eye-opening show at the Tsukuba Plant featured combinations of Komori equipment and an enlightening lecture on the true potential of the Impremia IS29. Plus, shows in India and Brazil along with a portrait of Komori America's Service Coordination Manager.



ON PRESS no. **93**

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# Nonstop Automation

Komori is enabling a drastic reduction of touchpoints by breaking up conventional processes and replacing them with digital systems, centered on the KP-Connect Komori Solution Cloud. Extending this approach to the entire process will enable the shift of resources to the creative area that is the origin of graphic arts.



Printing – the manufacturing process that uniquely melds art and technology – is subject to the same forces of innovation that are transforming economies, factories and systems of every shape and type. Breakthroughs such as cloud computing, artificial intelligence (AI), the Internet of Things (IoT), digitalization and Industry 4.0 are revolutionizing society and transfiguring industrial processes from the ground up. In the wake of these innovations, printing will also change fundamentally.

## The issues

Printing companies in developed economies are suffering from declining productivity and quality control capabilities due to an insufficient number of veteran operators. Moreover, securing adequate manpower to handle simple tasks has recently become problematic. Printing now consists of many short runs of a wide range of printed items and short turnarounds are expected. Furthermore, there is a general decline of unit prices.

## Komori strategy for print

Komori is developing new technologies and systems that will ensure printers everywhere survive this reordering and thrive in the future. Broadly, Komori’s vision aims at first maximizing production efficiency through digitalization and then shifting human resources to creative jobs and tasks. Specifically, Komori’s strategy for boosting productivity involves a drastic touchpoint reduction in the manufacturing process by breaking up conventional processes and replacing them with digital operations. By applying this approach to every facet of the printing process, printers will be able to shift people to creative work, which is, of course, the origin of graphic arts.

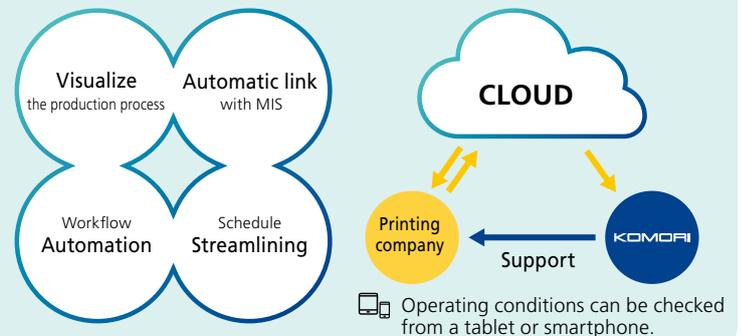
## KP-Connect: what it does

To address these issues, Komori has deployed KP-Connect, which supports visualizing production and process management. KP-Connect will link all print manufacturing processes to make them visible,



## Discover print production issues and streamline print production

KP-Connect is Komori’s tool to link print manufacturing processes and make them visible, automatic and laborsaving.



automatic and laborsaving. The system will thus be a powerful solution for growing the productivity of printing companies.

To raise productivity, it is necessary to first objectively understand the principal factors that influence productivity. In this way, the problems to be solved can be known. Unless the specific issues hindering productivity are made visible and understood, concrete solutions cannot be implemented.

KP-Connect runs on the cloud. This is significant for two reasons. First, convenience: press operating conditions can be checked anywhere, anytime with a web browser. Second, information sharing: the cloud allows Komori and the user to share the operating information. The press operation log sent to the cloud can be checked by Komori and used for support.

In addition to visualization of presses by using the cloud, functions such as an automatic link with MIS, the company’s key system, and a scheduler function can be selected. KP-Connect will provide centralized control of not just presses but all processes in print manufacturing. And it will deliver total automation by optimizing production of Komori machines and automatically linking all systems.

KP-Connect is truly the backbone system of Komori’s total solutions, which are being expanded to cover prepress and postpress.

# KP-Connect Before and After

## Before KP-Connect

KP-Connect can address a wide range of issues in the print manufacturing process. In fact, problems that need to be put right are latent throughout most printing companies. It's useful to visualize some of the more common difficulties that occur in the office and on the shop floor.

For example, it may be hard to manage pressroom inefficiency. The sales department and the shop floor might not be able to share information. Operator skills may not be standardized. Or endless errors could be the result of analog methods of process management.

Let's look at some of the specific problems that could arise before installing KP-Connect (see figure on the right). Communication is not optimized, so senior managers in the head office cannot determine progress at the factory and it is difficult to make up-to-date materials for meetings. Salesmen who are out of the office don't know the current workload at the factory or the progress on a given job.

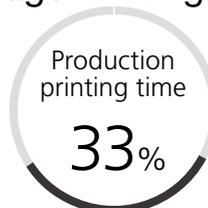
In the process management office, inefficiencies and tiresome procedures slow down process management. For example, inputting the same schedule in different applications is troublesome, reporting every change in deadline is time consuming, and adjusting the production schedule is challenging.

On the shop floor, settings must be redone every time there is a change in a job. And when a problem occurs, the operator sometimes is not familiar with troubleshooting procedures and the right solution.

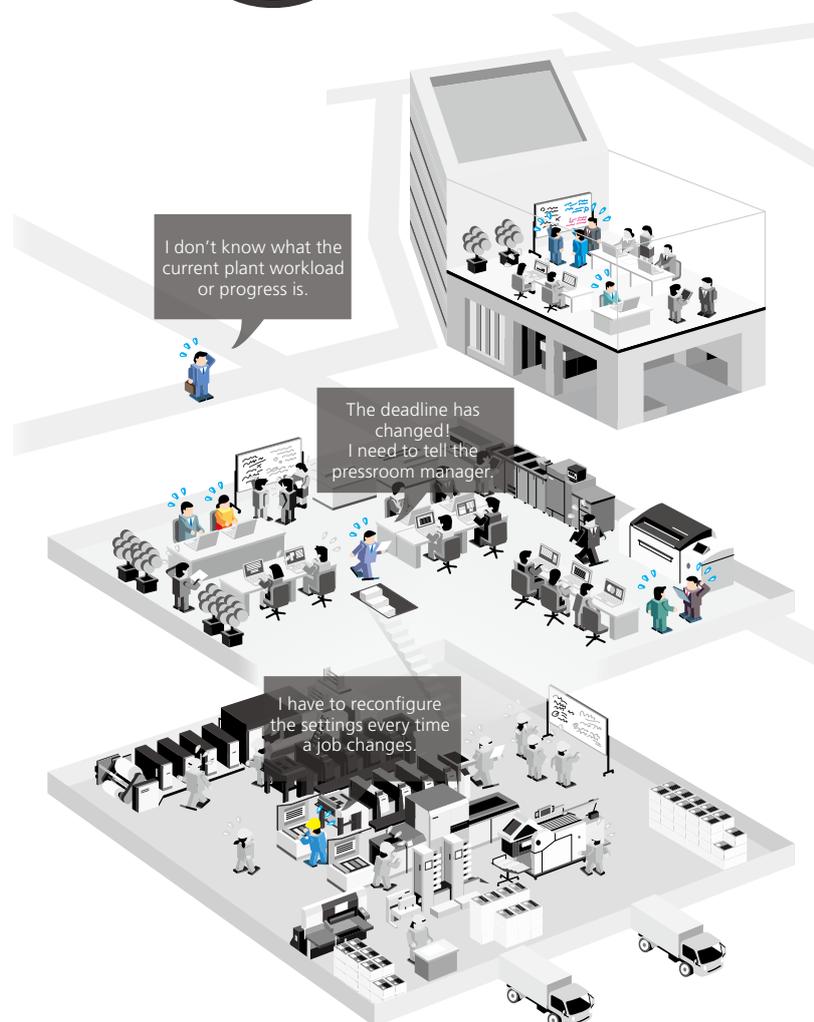
All of these situations are common and cause further problems up and down the line. Activities to raise productivity start from visualizing press operating conditions. Actually, four years ago when Komori began offering an analysis service by taking USB memories with the data from KHS-AI software that automatically recorded press operating information, we not only found that actual printing production accounted for only 33 percent of working hours but also determined that paper waste at press start-up was much higher than expected. In postpress, actual production was even lower. Most printing companies were surprised at these results. This meant that they had no way to visualize their operations.

## Average Printing Company

34%  
Idle time

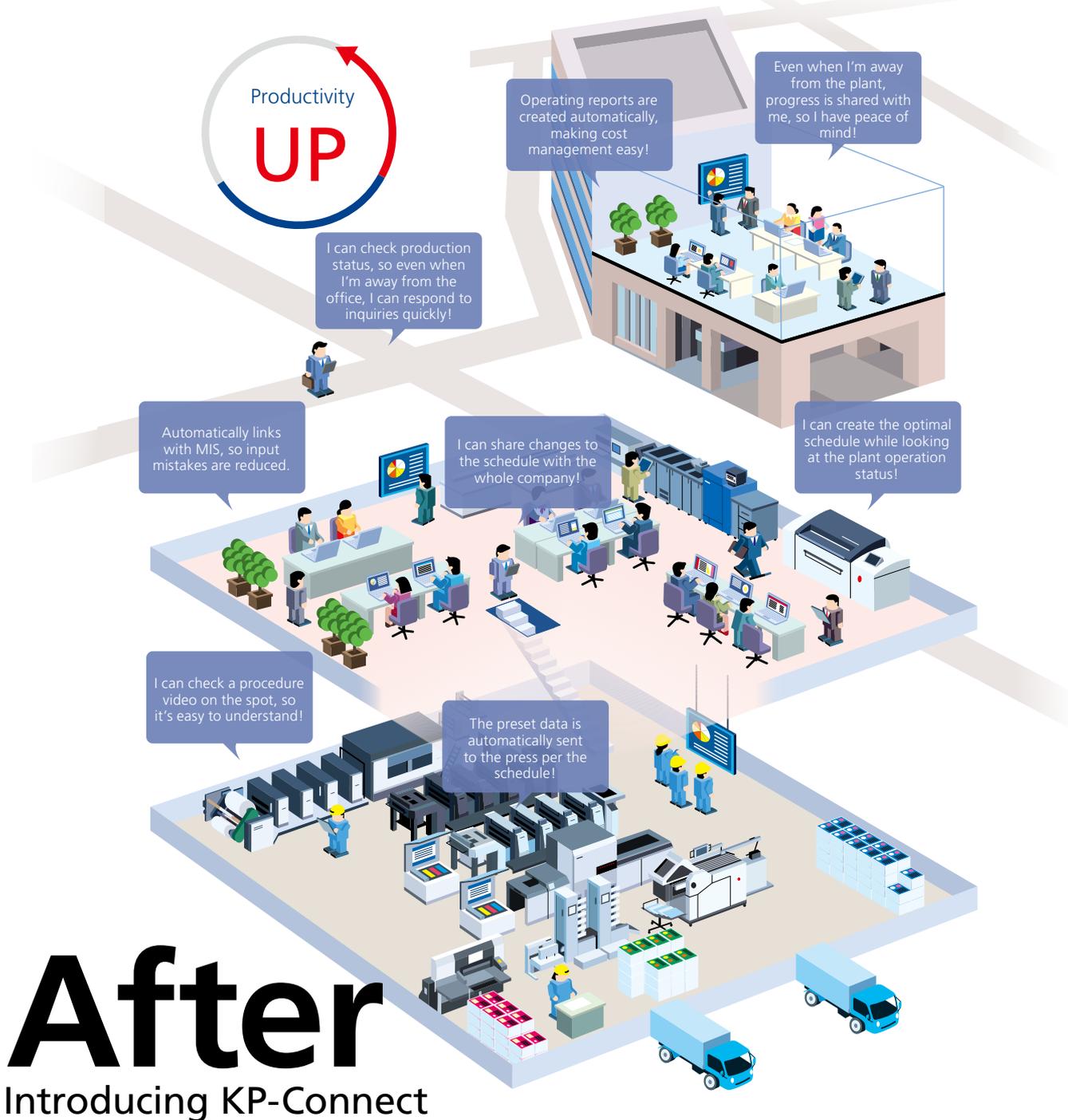


33%  
Makeready time  
Changeover/  
test printing



# Before

## Introducing KP-Connect



# After

## Introducing KP-Connect

### After KP-Connect

KP-Connect will have immediate and long-term cumulative impacts on the printer's operation. First, let's look at its functioning. Senior managers can work more efficiently because, for example, operating reports are generated automatically, making cost management easy. And since the job progress status is shared in real time, staff can stay informed even when out of the office. The sales team can check on the production status of a job when outside and respond to inquiries quickly.

For process management, productivity is raised. Fewer input mistakes are made thanks to the automatic link with MIS, schedule changes can be shared throughout the company and thus tedious reporting is not needed, and the ability to look at the factory operating status makes it easier to create an optimum schedule.

On the shop floor, operators can check a procedure video whenever there is a problem with the machine, so the right response is easy to understand and uptime is raised. Also, preset data is automatically sent to the press according to the schedule, so settings don't have to be redone.

Komori has case studies of many other improvements that users have realized. For example, stabilization of densities at print start-up has become much better, and paper waste as well as color matching time has been greatly reduced.

The amount of improvement is indeed unlimited. And the ultimate consequence is advanced automation.

# Offset Printing Nonstop Production & Super-short Makeready

Komori is pushing ahead with nonstop production by in-line color control and automatic register adjustment functions and super-short makeready using parallel control technology. Komori is also reducing touchpoints and maximizing production.

The Komori vision for the future of printing – letting digital technology handle most printing tasks and shifting resources to creative work – will take a great leap forward with the rollout of nonstop production. The first breakthrough technology will be an advanced A-APC Parallel Control system that slashes makeready time to just two minutes by means of automatic parallel control of blanket washing, plate changing and inking – tasks that are now separate with conventional presses. At Komori’s most recent open house in March, a Lithrone GX40RP equipped with this system completed three jobs in just 9 minutes 45 seconds.

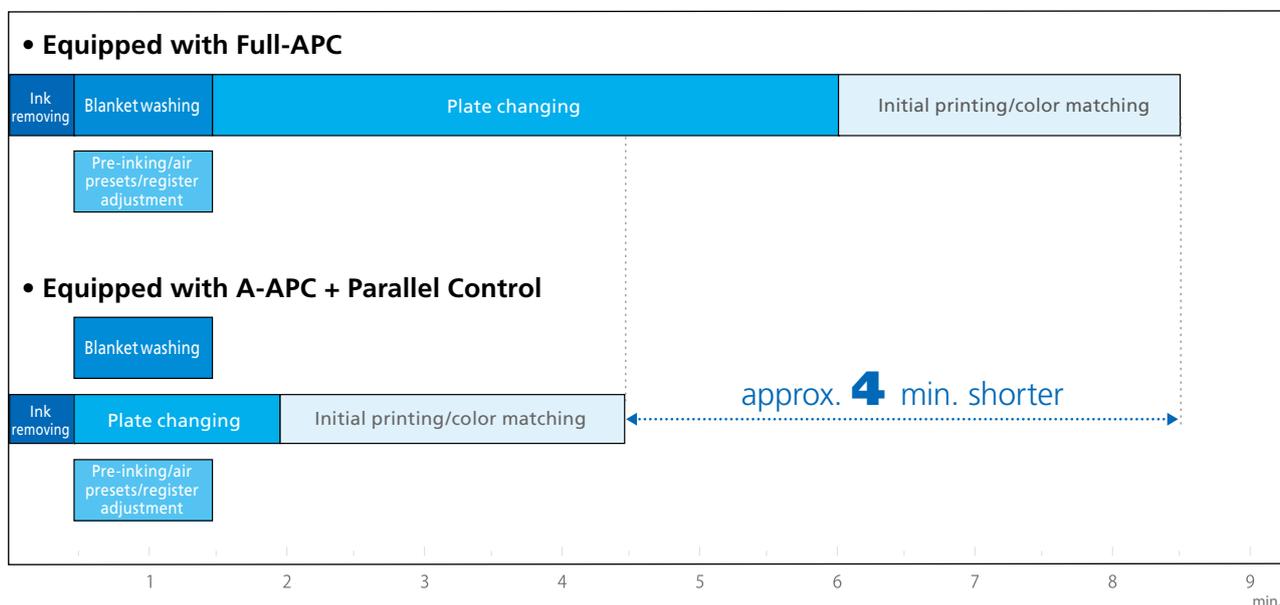
For package printing, Komori is also developing a lightning-quick super-short makeready system that will be introduced in the near future. Implementation of digital control for heretofore analog processes will be recreated for every process from prepress to shipping.

Komori has also developed an updated PQA-S V5 Print Quality Assessment System for Sheetfed (see figure on right). From print start-up to the end of the run, this system performs automatic register control as well as automatic color control and quality inspection by in-line measurement of a color bar in the margin, providing powerful support for nonstop production.

Sheet numbering, a PQA-S optional device, strengthens traceability. An inkjet printer mounted above the feeder board prints a serial number on each sheet. When PQA-S detects a defect on the printed item, the defect and the serial number are linked and displayed together. This enables the operator to quickly and positively match the defect and the printed item. Optional PQA-S masking software that automatically creates the inspection area from the die-cutting data strengthens print quality control for packaging.

## Shorter Makeready by A-APC Parallel Control

The graph below shows a comparison with the Lithrone GX40RP (eight-color 40-inch front/reverse offset printing press equipped with KHS-AI).

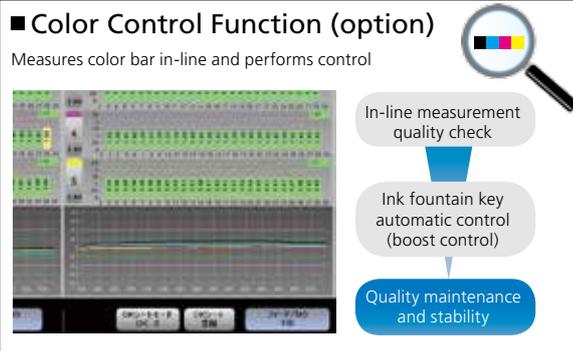


## PQA-S V5

### In-line quality inspection supporting nonstop production

Optional automatic color control and register adjustment functions

■ **Color Control Function (option)**  
Measures color bar in-line and performs control



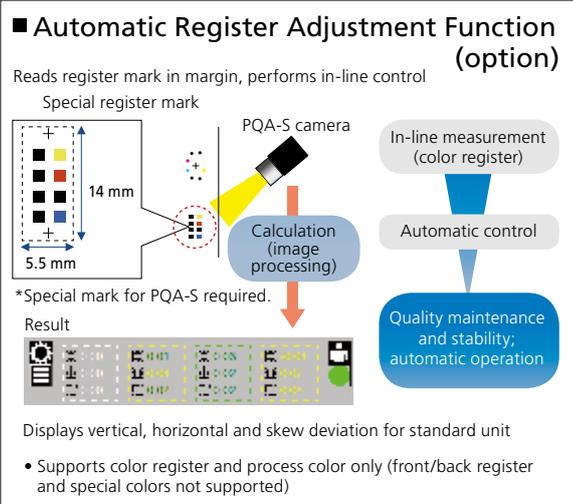
In-line measurement quality check

Ink fountain key automatic control (boost control)

Quality maintenance and stability

■ **Automatic Register Adjustment Function (option)**  
Reads register mark in margin, performs in-line control

Special register mark



PQA-S camera

14 mm

5.5 mm

Calculation (image processing)

In-line measurement (color register)

Automatic control

Quality maintenance and stability; automatic operation

\*Special mark for PQA-S required.

Result

Displays vertical, horizontal and skew deviation for standard unit

- Supports color register and process color only (front/back register and special colors not supported)

### Automation by mechatronics

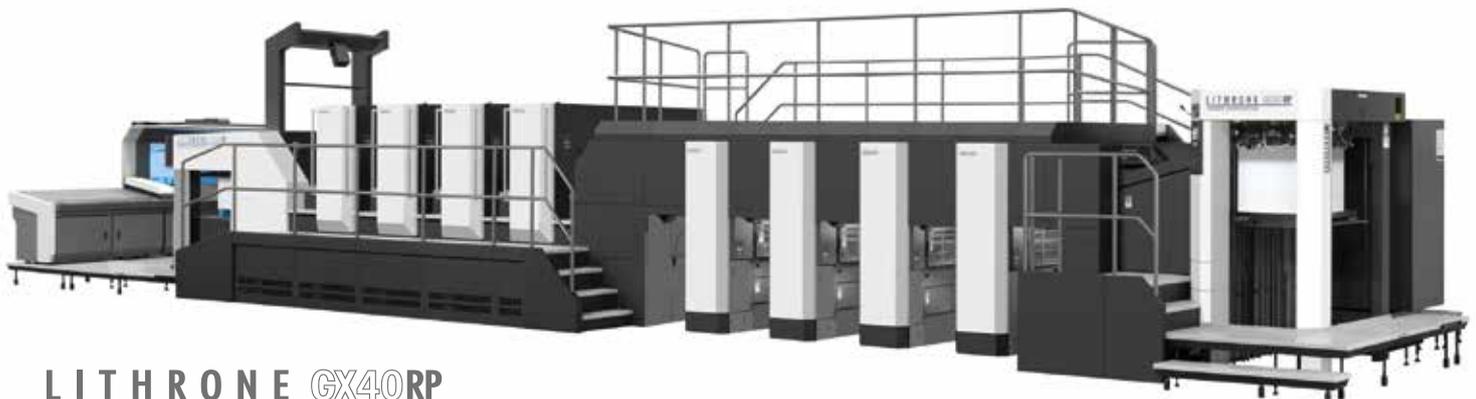
Komori, of course, has a full lineup of advanced mechatronics systems that automates and controls virtually every task in the printing process. KHS-AI (Advanced Interface) is the key productivity enhancement system, minimizing paper waste and using preset data calculated from CIP4 data to enable first-pull register accuracy and color matching. The integrated self-learning function optimizes preset data according to changes in the machine, the printing environment and the printing materials.

Lithrones can be optionally specified with either benderless Full-APC or the A-APC Asynchronous Automatic Plate Changer. The PDC-SX Print Density Control SX Model includes an automatic registration function so that both color and register are measured in one process and the information is automatically fed back to the press.

One of the most revolutionary advances in nonstop production ever – Komori's H-UV curing system – is now available with LED in the H-UV L (LED) curing system. Instant curing means printed work can be immediately sent to postpress for finishing, dramatically shortening the production process and streamlining the factory environment. In addition, Komori also offers K-Supply H-UV L (LED) high-performance ink.

To extend automation throughout the plant, selected models are available with the Nonstop Operation System. The automatic nonstop feeder and delivery enable pile changing without operator assistance. Linked to a logistics system that transports stock smoothly through the printing plant, resupply of the feeder and removal of printed sheets are automatically controlled so that the flow of paper to the press is uninterrupted and high-speed printing continues until the end of the run.

There is no limit to the possibilities for special and customized configurations.



LITHRONE GX40RP

# Digital Printing Full Variable Everything

Extremely small lots / Diverse work mix / Full variable digital production



## Impremia IS29

Sheetfed UV Inkjet Digital Printing System

- ✓ Prints any offset stock without precoating
- ✓ Sheet thickness range
  - 0.06–0.6 mm single-sided
  - 0.06–0.45 mm double-sided
- ✓ 1,200 dpi output resolution
- ✓ Wide color gamut
- ✓ Full variable printing

## EUCLID IIIS



Highcon

Digital Cutting and Creasing Machine

- ✓ Creasing
- ✓ Variable data cutting
  - Perforation, microperforation
  - Half cutting



Digital production printing is gaining momentum worldwide and Komori's Impremia IS29 sheetfed UV inkjet digital printing system is leading the charge. The logic is overwhelming. The machine prints all offset stocks without precoating, offers a substantial sheet thickness range of 0.06 to 0.6 mm simplex and 0.06 to 0.45 mm duplex, delivers one-pass perfecting, and brings high resolution and a wide color gamut to the job. This makes the Impremia IS29 very appealing to graphic arts creators – the designers, illustrators and photographers. Komori's vision of shifting resources to creative work aims precisely at these graphic artists, and the Impremia IS29 delivers graphic performance found nowhere else.

The Impremia IS29 can operate in tandem with the Euclid IIIS digital cutting and creasing machine from Highcon. By adding digital capabilities to the finishing process, the Euclid IIIS opens up a new world of responsiveness for a wide range of applications, enabling an end-to-end digital workflow and removing bottlenecks in postpress. In addition to infinitely variable laser cutting and creasing, it provides perforation, microperforation, half cut and seal processing as well as variable data cutting. Thus, the Impremia IS29 paired with the Euclid IIIS delivers full variable printing and full variable finishing for the ultimate in smooth operation when handling a work mix of extremely short runs of many varied items.

# Automatic Finishing Programmed Postpress

Apressia lineup expanded with automatic functions



**Apressia CTX115**

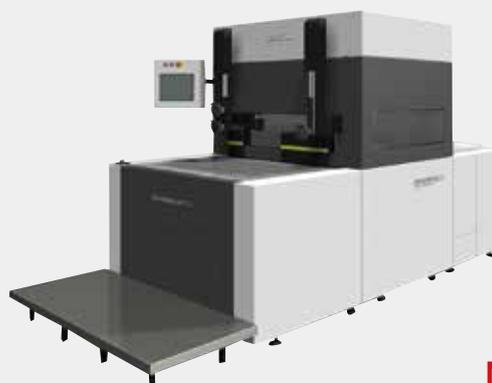
Programmable Hydraulic Clamp Cutting System

Postpress used to be a production bottleneck. Now the Apressia lineup, Komori's range of versatile postpress solutions offering ergonomic design, Komori quality and unmatched innovation, is expanding significantly and addressing new needs. In 2017, the Apressia CTX series programmable hydraulic clamp cutting system entered the lineup, adding new capabilities. Aimed at efficiency and laborsaving, the Apressia CTX series system offers CIP3/CIP4 compatibility and interfaces with the KP-Connect-driven workflow. It is available with a range of options, including an automatic waste removal system, paper jogger, lifter and unloader. The automatic processing capabilities of the CTX make the system a key advance in the drive toward nonstop production.



**Apressia DC105**

Automatic Flatbed Die Cutting and Creasing Machine



**NEW**

**Apressia MB110M**

Apressia MB Series Blanking System

Sales of the Apressia CT115/CT137 programmable hydraulic clamp cutters began in early 2015, and the Apressia DC105 flatbed die cutting and creasing machine joined the series at IGAS that year. In November 2017, the Apressia MB series blanking system entered the lineup and sales began in early 2018. The Apressia MB series machines separate the product part and the non-product part (scrap) following die cutting. By having the machine perform the many tearing off (blanking) processes needed in manual work, blanking of up to 200 sheets in one cycle is possible.

## Toward IGAS 2018

# Peak Technology Spectacular

IGAS 2018 in Tokyo this July will unveil nonstop production by Komori, setting forth all-inclusive support for reinvention of the printing industry. Putting digital technology in charge of printing automation — for manufacturing, quality control and materials handling — and shifting resources to creative activities — graphic arts in the broadest sense.



Lithrone GX40RP at IGAS 2015

Komori will show a stream of offset presses in new models and new specifications at IGAS this year. The offset themes are the super-short makeready that uses parallel control technology throughout and the nonstop production enabled by the automatic register adjustment and color control functions of PQA-S V5. One-pass printing by means of perfectors of various sizes and features combined with H-UV has been further advanced. Moreover, a highly evolved H-UV L (LED) offset press will appear at IGAS 2018.

### Lithrone GX40RP at 18,000 sph

A Lithrone GX40RP that was model-changed this year will show unheard of productivity due to a drastic reduction of makeready time and stable operation at 18,000 sph. At a recent event at the Tsukuba Plant, this machine earned high marks from Japanese customers by completing three small-lot jobs in just 9 minutes 45 seconds. The new eight-color Lithrone G37P perfecter joins

the Lithrone G37 lineup this year. Equipped with a new H-UV L (LED) curing system as well as a range of automatic devices and arrayed in a new design, this press will be a powerful presence in the middle-range perfecting market.

These themes also apply to packaging presses. For package printing, with its frequent color and varnish changes, shorter makeready is an issue. Komori's parallel control technology enables independent ink roller cleaning and fully automatic anilox roller changing, which is a hard task for the operator. The super-short makeready concept will be expanded for package printing, and development of technologies for color and varnish changes is expected to be complete.

Making package printing one-pass is an important element in shortening the process. The Lithrone GX40RP is extremely effective not just in commercial printing but in package printing as well. The RP double-sided printing configuration, which requires no gripper changes, enables smooth paper transport

even with heavy stock and reduces paper cost due to single-edge gripping.

In the area of offset presses, the 2018 exhibition will show shorter makeready times using parallel control technology and nonstop production at maximum speed to address the global labor shortage as well as technologies for one-pass presses that do not reverse the process flow.

### **Impremia IS29: B2 digital machine**

Komori is always evolving. In the market for B2 digital machines, which are coming on line in increasing numbers every year, more and more users are investing in the Komori Impremia IS29 sheetfed UV inkjet digital printing system as the solution for various issues. The Impremia IS29, equipped with a perfecting mechanism and capable of printing on any paper without precoating, is the industry's only production base digital printing system.

Demonstrations will highlight the Impremia IS29's performance with photo albums, which conventional offset cannot reproduce acceptably, and with special color printing, which requires time and effort, by taking advantage of its high print quality due to its wide color gamut and high resolution.

At various open house events, the wide color gamut has been very attractive to artists and designers seeking new ways of expression.

Komori is making PESP (Print Engineering Service Provider) an important activity with solutions for running these offset presses and digital printing systems more efficiently. The main undertakings consist of products and services to meet all the requirements of printers, such as the development and sales of K-Supply items, which are the optimum materials for Komori machines, sales of devices for further linking prepress and postpress equipment



as well as retrofit products for maintaining and improving the quality of existing machines and various upgrade options. At IGAS, ink for H-UV L (LED) will be newly added to the K-Supply lineup. In addition, coater varnishes are already in the testing stage. This January, the high-precision CTX series cutting system joined the Apressia series, the Komori brand of postpress equipment, significantly expanding the proposal potential for postpress processes. With multiple units of this product already back ordered in Japan, the global rollout is scheduled for this fiscal year. This system will contribute greatly to automation and laborsaving in postpress.

At IGAS 2018 and heading toward drupa 2020, Komori will release a host of new technologies. We will continue to support maximizing the productivity and improving the added value of printers with short makeready, nonstop production and one-pass as our guiding standards. Count on Komori.

This article introduces both KP-Connect Basic and KP-Connect Pro. Availability of products in this article depends on area.



Impremia IS29 debuts at IGAS 2015



# IGAS 2018

International Graphic Arts Show

Across the bridge: The next frontier in print

JULY 26-31 TOKYO BIG



[www.komori.com/show/igas2018/en/](http://www.komori.com/show/igas2018/en/)

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Komori updates.  
Site opens June 4.



# SIGHT EAST HALL 1-1

# Key **strategy**: innovate with technology + applications

Founded as a printing company in 1949, Kosaido was an early adopter of digital breakthroughs, such as being the first in Japan to introduce a computerized typesetting system in 1970. The company now provides a one-stop service that combines printing and IT.



Kosaido installed an Impremia IS29 sheetfed UV inkjet digital printing system in June 2017 and is seeking to create new value. *On Press* asked President Ken Asano about the potential of the Impremia IS29 and queried Manager Kazuhisa Nakamura and Chief Daisuke Fujii about the installation and the working arrangements.

## **Business model specific to digital printing**

Many people, not just those in the printing industry, are concerned about what will happen in the years ahead to paper, recognized as the most trusted media. According to Mr. Asano, "Many factors, such as ease of reading, are mentioned as benefits of paper media, but we think that high-end work will increase the value of paper as the premium media. Ever since the appearance of digital printing, it has been compared with offset printing in terms of print quality, and the simplistic formula of 'digital for small jobs' took hold. However, since installing the Impremia IS29, we have had to create uniquely digital expressions and business models that are digital specific."

## **Impremia IS29 for printing items that appeal to the senses**

"Due to the wide color gamut that the Impremia IS29 is able to reproduce, the world of printed work that appeals to the senses is enlarged. It is important for us to join hands with creatives such as photographers, graphic designers, illustrators and editors. And we must cultivate our sensibility in order to accomplish this. Even if we have the technical capability, creating fine work is not possible if there is no sensory response," says Asano.

Mr. Nakamura agrees that creators' understanding is necessary to progress with the Impremia IS29: "It's a fact that many creatives have a negative attitude toward digital because they haven't been satisfied with the print quality of digital printers in the past. But when they've seen the Impremia IS29's print quality, creators have said 'with this quality, we would have no problem.' Based on this response, we decided to go straight to the Impremia IS29. And now our customers are getting to know the breadth of its color gamut and the quality of print through our work."

With regard to gamut, Mr. Fujii, chief of the plate output team in the Prepress Department, says, "We print a lot of hobby magazines, and with offset, even if the printing data comes in as RGB, we have to print by narrowing the gamut to CMYK. With the Impremia IS29, we can print the RGB data with the gamut unchanged, so clients are quite satisfied with the finished work. We can actually experience the power of the wide color gamut."

Nakamura cites the Impremia IS29's ability to cover the offset printing stocks used by Kosaido and its one-pass double-sided printing capability as reasons for selecting the Impremia IS29. Since Kosaido prints work for many publishers, it uses dozens of different types of paper. With the Impremia IS29, high print quality can be achieved regardless of the type of paper.

The presence of K-ColorSimulator is also very significant. Nakamura praises this



Ken Asano, President

software, saying, "We rely on K-ColorSimulator for color matching. Since it is very reasonably priced even compared to the CMS software of other manufacturers, we were astounded by the high performance. Cooperation between prepress and press has been strengthened, and print quality has improved."

#### Digital know-how to lead in the future

Asano addressed coping with the challenges of digital printing, including the Impremia IS29, in the future: "Digital printing is still evolving, and the machines are not mainstream presses. But in three years' time they will probably be developed to a different level. Digital printing has an extremely high affinity with things that spark innovation, such as IoT and AI. So it is vital to begin accumulating digital printing know-how. Komori produced the Impremia IS29 through technological innovation. Our innovation will be in application technology. And I think it is our responsibility to see how much we can impress our customers."

Kosaido will innovate in digital printing applications using the Impremia IS29.

Kosaido interview video will be shown on Komori's special site. See page 35.



*"I felt I was getting too hesitant, but with the Impremia IS29, it looks like we'll be able to do some pretty interesting things."*

Kazuhisa Nakamura,  
Production Manager,  
Saitama Factory



*"The Impremia IS29 has a far wider color gamut. I thought it was beautiful the moment I saw it."*

Daisuke Fujii,  
Plate Output Section Chief,  
Saitama Factory

# NetzoDruk set to **boost** business with Impremia IS29

“We are ready to set sail for the future, and we are very proud to have the Komori Impremia IS29 as our flagship,” says Martin Damhuis, who joined NetzoDruk as a partner in the middle of 2017. He has set himself the ambitious task of taking business to ‘the next level’: “We see many opportunities for further growth.”



From left: Robert Holscher, Sales Director Digital and Finishing Equipment; Henry Ipskamp, Co-owner/Founder; Martin Damhuis, Partner

Two Dutch brothers, Henry and Jeroen Ipskamp, established NetzoDruk in 2005. They take the same innovative approach as their father did when he founded his printing house in 1978. Always eager to find new business, Mr. Ipskamp Sr. early on recognized the advent of digital printing technology as a major opportunity to, for example, successfully pioneer the market for the professional reproduction of theses. Martin Damhuis says: “That market is still an important part of our business today. Now, we see the Komori Impremia IS29 as the next big thing. Being the very first to install this new inkjet system in The Netherlands gives us a competitive edge. We will be able to offer original services and open up untried markets.”

Today, NetzoDruk has two operational locations – Groningen and Enschede – employing nearly 30 people. Together, they provide digital print and finishing services to both the business-to-business and business-to-consumer markets – the latter mainly through its online web portal. “To broaden our scope, we added large-format inkjet printing to our in-house portfolio last year,” says Damhuis, as he explains how NetzoDruk is gearing up for further growth. “The large-format printing allows us to target completely new markets, such as art printing, signage



and packaging samples. We even created an 'inspiration room' at our Enschede location, where we show customers the range of new materials, products and applications that are now within reach."

### On the right track

Ever since Komori announced its Impremia IS29 sheetfed UV inkjet digital printing system in 2012, Henry Ipskamp has kept a keen eye on its further development and progress – even visiting the factory in Japan to take a closer look at the technology. The live demo at drupa in 2012 made a big impression. Says Damhuis: "It not only confirmed that inkjet would indeed be the printing technology of the future but also showed that Komori was on the right track to achieve very high print quality and a wide color gamut."

### Taking things a step further

High quality and a wide color gamut are exactly the kind of specifications NetzoDruk is looking for. "We want to be able to stand out by taking things a step further. The Komori Impremia IS29 allows us to do exactly that," says Damhuis. "Our customers have become accustomed to a level of quality from our current digital presses, which until now have been considered as setting the standard. But we will be able to exceed those expectations and provide even more added value with our new machine."

Having the Komori Impremia IS29 up and running at the Enschede location, Damhuis is ready to take full advantage of its unique features: "We can now go up to B2-size sheets – a much larger format than we could handle before, and also larger than most other systems can process. And then there is the very broad range of paper and substrates we can print on, with thicknesses of 0.06 up to 0.6 mm. This will expand our product

range even further, opening up new possibilities, such as book covers and carton boxes for the packaging market. We can really go for some extremely challenging paper varieties and still be able to print with high quality. I look forward to discovering new and interesting niches with our customers."

Because the Komori system uses UV inkjet inks, substrates do not need any of the precoating that other inkjet machines require. Damhuis explains: "The inks are fully UV-cured right after printing, so we can start finishing the product immediately. This gives us another advantage by being able to further shorten turnaround time for our customers."

### Boosting business

Although being the first to install a Komori Impremia IS29 in The Netherlands required NetzoDruk to stick out its neck, Damhuis is convinced it will lead to success. "The Ipskamp family and Komori have always had a relationship of trust. So cooperating on the implementation of the Impremia IS29 has been a true partnership. Hopefully, we will even be able to add a second Komori Impremia IS29 as quickly as possible to make sure we take full advantage of the opportunities this future of print has to offer."

NetzoDruk movie  
<https://goo.gl/fPmJXW>



# Komori H-UV technology takes Prisma to the top

According to Greek mythology, a phoenix is a long-lived bird that is born again, having obtained a new life and arising from the ashes of its predecessor. A fitting description for Phoenix-based Prisma, a printing and omni-channel marketing services provider that, at one point in its existence, lost nearly \$1 million and was on the verge of closing its doors forever.



Fast forward 18 years and Prisma has new owners, made the prestigious 2017 Printing Impressions 400 list (141st), has been named Arizona's Number One commercial printer for 11 years in a row and now boasts more than \$35 million in annual print sales.

The phoenix rising is an analogy that's not lost on owner and CEO Robert Anderson. "When we bought the business from the original owners in 2000, they'd just invested nearly \$1 million to keep things running," Mr. Anderson explains. "We knew we were taking on a challenge, but by investing in technology and building a terrific team of people, we were confident we would succeed."

## Women in leadership

Interestingly, Prisma was the first woman-owned print shop in Phoenix, and that spirit of diversity still lives on today. Prisma's Vice President of Sales, Corporate Controller, Technology Director, Human Resources Director and Client Services Director are all accomplished women, unusual for an industry that's largely male-dominated.

As Anderson points out, "Eighty percent of online purchases are made by women. Our home-grown print-on-demand software

was created by our Director of Technology, Lisa Hunter. Lisa's knowledge of what buyers wanted from their online experience led her to design our proprietary software that is responsible for thousands of online orders every year."

Prisma's burgeoning print-on-demand business is poised to surpass the company's annual conventional print sales revenue in the next year or two. All operations within Prisma are run as independent business units – grand-format production, POD, sheetfed and web services, direct mail and fulfillment – and all have their own P&L statement.

### People come first

Anderson once again credits his people with helping Prisma serve as its customers' marketing supply chain guru. He explains, "Our people are our greatest and most valuable resource. We stay up to date on technology and, while data is an important component of our success, at the end of the day it is our people who allow us to exceed the expectations of our clients. People still buy from people."

And while all of its services comprise a significant part of Prisma's business, offset printing remains a crucial component, 38 years after the company purchased its very first press.

Bill O'Shea, Prisma's Sheetfed and Web Press Manager, identifies the factors that led to the purchase of a new Komori eight-color Lithrone G40P sheetfed press: "The H-UV technology is mind boggling. To run a perfecter and have both sides dry immediately is impressive. The makeready speeds, the run speeds and the one-and-done with the perfecter have been amazing."

### Shorter makeready and lower cost

Mr. O'Shea adds, "Ninety to 95 percent of what we do every day is four-over-four work, but this press gives us the versatility to run it as a straight eight-color press if the need arises. We were able to reduce our makeready time by 50 percent and, by going to a single house stock, we reduced our cost and increased the consistency of output."

Many of the jobs currently printed on the Lithrone G40P are being moved from an older press, allowing Prisma to take advantage of the added efficiency and cost savings the new press offers. As Anderson notes, "We can now run some grand-format



CEO Robert Anderson and Big Red, the official mascot of the NFL Arizona Cardinals

jobs on this machine and significantly reduce our production time and improve our efficiency. This press is everything we thought it would be and more."

# Lithrones drive Solo Murni to vigorous **growth**

PT. Solo Murni Printing Company was established by Sinyo Haryanto in 1976 in the city of Surakarta in central Java, Indonesia. In the beginning, Mr. Haryanto, who still serves as President Director, used only his own self-operated offset machine made of wood. Today he is assisted by his four sons, Ricky (Kiky), Roy, Ryan and Rio.



Lithrone G44 operators

## Upscaling at full tilt

PT. Solo Murni has a worldwide reputation as one of Indonesia's foremost manufacturers of stationery products. The company also has a worldwide customer base encompassing the South Pacific, Asia, America, Western and Eastern Europe, and the Far East. In the mid-1990s the printer built a factory on 20,000 square meters in the Bangak Boyolali area. Today the factory covers more than 100,000 square meters, the company employs more than 4,000 people, and the printer has successfully marketed its own brands, such as Kiky, internationally.

Currently, PT. Solo Murni produces more than 100,000 packages weekly, and more than 400 different products in six categories: school notebooks, office supplies, envelopes, writing pads, gift wrapping and gift boxes. Building on its innovation and expansion, the printer is today licensed to publish notebooks with the art of famous cartoon characters, including Transformers, Marvel heroes, SpongeBob, Hello Kitty, Doraemon, Sanrio and many others.

### Shifting to Komori

For almost 30 years, the printer used German presses. In 2013 they purchased a Komori offset machine and quickly discovered that Komori presses met their needs for innovation in book and stationery manufacturing – the cornerstone of the business. Today, the printer uses six Komori offset presses, including the six-color Lithrone G44 with coater installed in November 2017.

The printer explains, “Development of variations for book covers and packaging required the production department to add a large six-unit press equipped with an aqueous coater to allow packaging to be produced in-line. Before installing our new six-color Lithrone G44 with coater, we had to go through a time-consuming, complicated process requiring two passes that frequently resulted in color that did not produce the desired effect. We chose the Komori press because its technology was not only sophisticated but also easy to use and maintain.”

“Now with the six-color Lithrone G44 in our factory, the problems encountered with book covers and packaging are solved, quality is much improved, and long runs of 20,000 sheets or more make the work easier and faster.”

### ‘Unquestionably superior’

The printer also notes that the Komori machine is unquestionably superior for jobs of four colors or more and faster for work that requires coating. In addition, operators find the new Lithrone very user friendly, and Komori technical assistance has been outstanding.

For more than five years the company has used Komori machines. And customers have rarely voiced concerns regarding quality or



Rio Haryanto is the first Formula One driver from Indonesia and the brand ambassador for Kiky products

timeliness. The Lithrone has reduced production errors and minimized paper waste, so the company is succeeding in all of its goals!

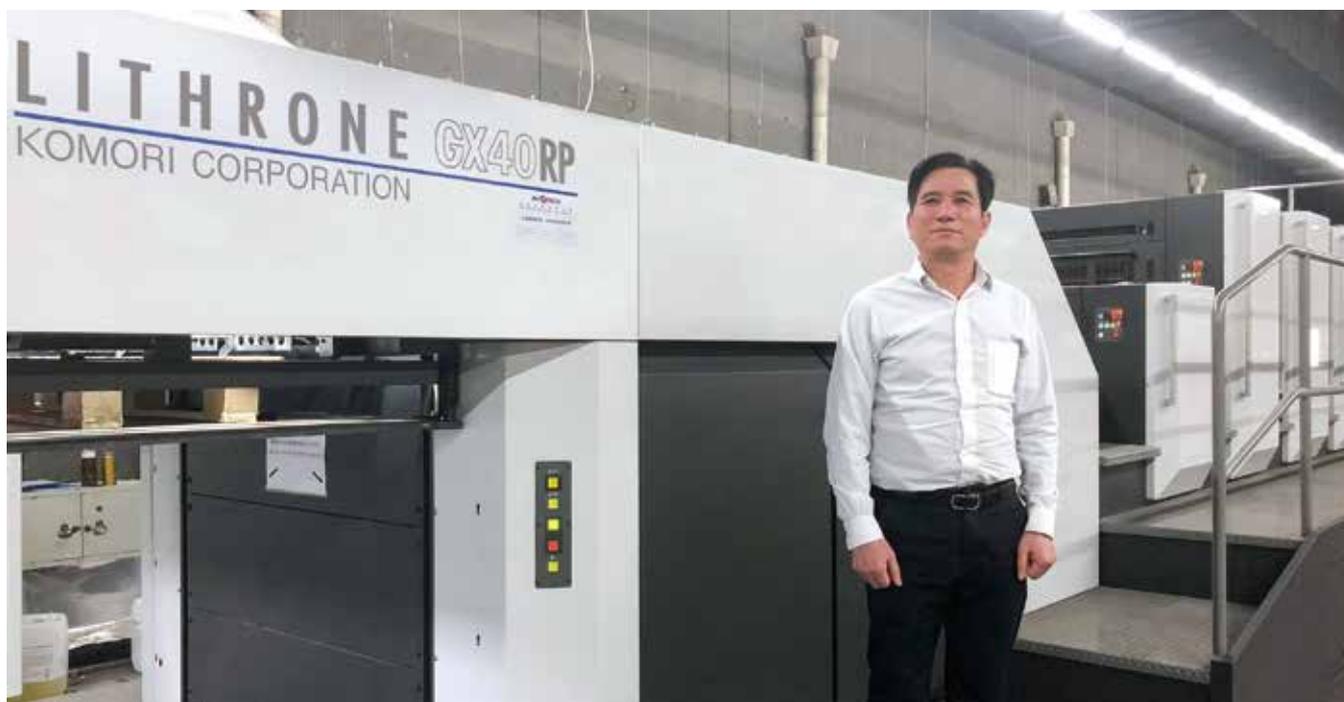
### Up ahead: smart cards

For the future, PT. Solo Murni’s business strategy is to continue to innovate and develop its products – not only book covers and food packaging but also smart cards and security printing. The printer is looking forward to a future with Komori.



# Rewriting the book on **publishing** with Komori

In the long history of printing in China, Beijing Zhongke Printing Co., Ltd. is truly a star that shines. As the printing industry confronts change, this company boldly advances by using its creativity to bring new vitality to the printing business.



Zeng Xingqiao, President

Founded in October 1957, Zhongke opened its facility in the art-centric Songzhuang Industrial Park in Beijing's Tongzhou District. With floor space of 60,000 square meters on a site of 130,000 square meters, the company has authorized capital of 197 million Chinese yuan (US\$ 31.1 million), total assets of 620 million Chinese yuan (US\$ 97.9 million) and a workforce of 1,000. Playing a central role in the Chinese printing industry, Zhongke has acquired nine certifications, including ISO 9001 for quality management and ISO 14001 for environmental management.

Today the company faces the question of how to maintain its corporate growth on a sustainable basis. The growth of publishing printing has slowed recently for a number of reasons. For a book printer to succeed today, managers must have the courage to change. Zhongke President Zeng Xingqiao

is such a manager. Under his leadership, Zhongke is undertaking a planned top-to-bottom upgrade of its printing equipment.

After installing eight Komori presses (three web offset presses, four four-color Lithrone S40SPs and one five-color Lithrone S40 with coater), Zhongke invested in the latest nine-color Lithrone GX40RP, equipped with Komori's advanced H-UV L (LED) curing system, KID, and high-performance software such as PDC-SX and A-APC.

"We've grown by more than 20 percent every year since 2012. Based on a comprehensive review of what was required to meet operating growth and customer



demand, we installed the newest Lithrone this year," says Mr. Zeng with pride.

### High efficiency through investment

Many firms in the industry are pessimistic nowadays, believing that printing is heading downhill due to the effects of the internet and multimedia, but Zeng sees things differently: "Zhongke has made considerable investments in recent years and has become one of the most prominent printers in the country. We are not, of course, buying equipment with the simple aim of purchasing hardware. We are buying printing presses to raise our performance, enhance efficiency, achieve a higher standard of automation and be ready for the smart society."

Zeng has a very high opinion of the new nine-color Lithrone GX40RP: "After seeing the demonstration, I knew that this press would match our operating needs perfectly. This machine not only elevates print quality but also shortens printing time. It offers an extraordinary edge in printing speed, stability and low cost. In fact, with a system that grips only one side of the sheet even though it is a double-sided press, it reduces paper waste and slashes costs. It is equipped with the H-UV L (LED) curing system, so work is dried instantly and can be immediately sent to postpress. Quality is higher and turnaround is shorter. It is more efficient and allows us to meet our customers' needs completely."

The press operator also thinks highly of the new Lithrone GX40RP: "The main thing is that it is easy to operate and efficiency has been greatly improved. Plate changing, for example, has been cut from more than seven minutes to just 85 seconds. Registration is excellent, so the quality of printed work is much higher. Because the machine is equipped with fully automatic cleaning systems, makeready is much shorter and printing productivity is much higher."

"I've been building a partnership with Komori for more than 10 years. In fact, I started deepening our ties as soon as I got into the industry. Komori does more than just make machines – it provides very thoughtful service and goes out of its way to meet our needs," says Zeng.

"Whether one considers speed, print quality or efficiency, the performance of Komori presses is exceptional. This level of performance along with the total service record built up over time led to strong ties and deep trust between Zhongke and Komori," he continues. "Both Komori and Infotech, our distributor, are attentive to the fine details of service – from installation, test operation and personnel training to after-service. They aim for perfection in technology and are scrupulous about deadlines in work."

Zhongke Printing was able to meet its high-quality printing needs by building a partnership with Komori. And through this partnership, the printer established its astounding track record. Zhongke will register turnover of more than 200 million yuan (US\$ 31.6 million) this year – strong evidence of being on the right track.

### Eyes on a bright future

As information technology and corporate management become more deeply integrated, Zhongke will continue to scale up its digitalization and smart operation, becoming one of the brightest stars in publishing printing. May its future grow ever brighter.



# Passion for print leads to Lithrone G40 in Mumbai

Located in Mumbai, India, Globe Print n Pack was established in 1996 by Rahul Gupta. Mumbai, a melting pot of many communities and cultures with a population of more than 20 million, is the financial, commercial and entertainment capital of India.



From left: Hiroshi Zaitzu, Komori Overseas Sales; Hirofumi Hoshino, new President of Komori India; Taishi Imaya, Komori Overseas Sales; Abhinav Gupta, Project Head, Hemanshu Pachal, In charge of Prepress, and Rahul Gupta, Managing Director of Globe Print n Pack; Awtar Singh, General Product Manager of Insight

Even while still in school in 1989, Mr. Gupta had already developed a deep interest in crafts. His passion drove him toward establishing this as his profession and afforded him concepts and ideas that would win currency in the global packaging industry. Gupta devoted boundless energy to the development of the enterprise and to creating superior products to meet market requirements.

### Trailblazing in packaging

From 1996 to 2000, Gupta traded in packaging materials and then launched his business venture. Since then Gupta

has become recognized in packaging as a trailblazer, producing transformations large and small but always innovative.

Globe Print n Pack has also come a long way. Starting from a modest 1,100-square-foot (102-square-meter) facility, the company now operates a huge 20,000-square-foot (1,858-square-meter) Production Facility Centre. It manufactures products such as clear packaging and die-cut boxes as well as polyvinyl chloride (PVC), polyethylene

terephthalate (PET) and polymer packaging. Gradually, it has also started to offer print design services.

Today clientele includes companies producing Fast Moving Consumer Goods (FMCG), pharmaceuticals, stationery, housewares and textiles. Unequaled quality and competitive prices have paved the way for the printer's success.

### Exceptional selection process

Operation has recently seen a major change for the better: the company has installed a six-color Lithrone G40 UV equipped with a coater. And this investment had some very unique aspects. For one thing, Globe Print n Pack had never operated a printing machine. They had always outsourced work but were facing problems of consistency in quality and color variation. The printer reports that the Lithrone G40 took care of these problems in short order: "The Komori press definitely solved our issues. Things are much better now."

The printer explains how the decision to invest in the Lithrone G40 came about and how the press has improved the company's operation:

"We saw the Komori presentation at Printpack, the graphic arts show of India, and dreamed of buying a new press. Mr. Awtar Singh of Insight Communication and Print Solution, the Indian distributor, gave us a very detailed presentation and things took off from that point. We had full confidence in the local team here."

"We had many long discussions with the Insight team regarding the press's configuration, and we grew more and more confident regarding service. We were not mistaken! The support both from Japan and India is excellent. The decisive factor in our choice of manufacturer and model was our closeness with the Insight team and our trust in Komori."

"Our experience after installation has been totally positive. Our entire team is much more confident because there are no issues of consistency or quality. Customer satisfaction has improved because of the high-quality work and on-time deliveries."

### Versatility pays off

"We are also able to offer new services and different products to our clients. Our press is configured specifically for printing on nonpaper substrates. We print on a wide range of synthetic substrates. We also recently printed on 0.8 mm without any problem. Other new avenues that we're pioneering include producing MET PET items, where PET film is laminated with metal foil, and printing on folding boxboard, which is a paperboard consisting of mechanical pulp between two layers of chemical pulp. The print quality is the same from the first sheet to the last. There are no visible differences in quality at all."

"We usually operate the Lithrone at between 6,000 and 15,000 sph. We can match any printout color with our new machine, and also match any item on a different substrate. We all are very satisfied with the press and are very confident when printing any kind of job. Our operators have been trained by Komori, and they're eager for any new challenges. Indeed, we are all enthusiastic about new opportunities ahead."

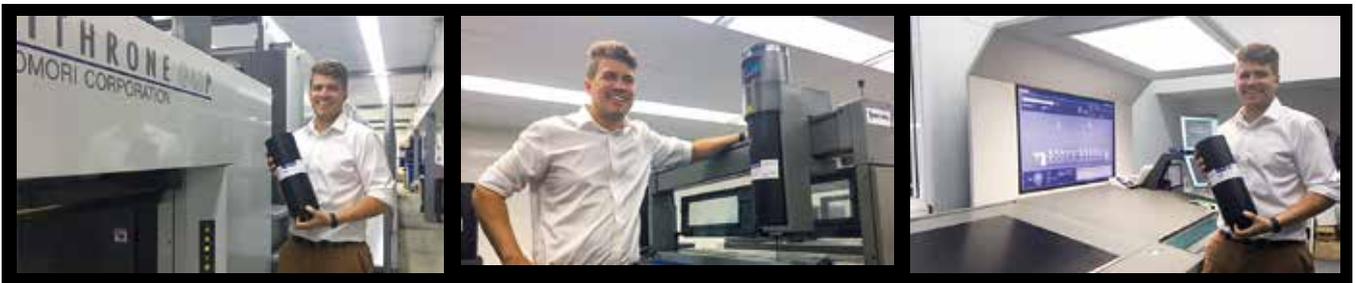
Insight became Komori India Pvt. Ltd., the Indian subsidiary of Komori Corporation, in April.



K-Supply  
K-Supply H-UV Ink

# Komori K-Supply H-UV Ink & A **Winning** Combination

Hero Print was established in 1998, aiming to cater to the specific needs of the for-trade print market in Australia. Hero Print has now grown into one of the largest trade printers in Australia and offers an enormous range of products.



Alex Coulson, General Manager

*On Press* recently talked with Hero Print about how the company got to where it is in the Australian printing industry today and where it will be in the next few years. "For our company, great customer service along with great quality products has been a winning combination. Of course, the industry is changing rapidly, but I believe that the future of print is in high-tech offset. Short runs with minimum waste will be the key," General Manager Alex Coulson says.

Alex is convinced that Hero Print has been able to achieve its goals, especially in productivity and print quality, through H-UV technology. The company runs a 10-color Lithrone G40P H-UV perfecter. "H-UV has been fantastic for us. How can you beat ink that's dry as soon as it comes into the delivery! Our turnaround times have really sharpened up, which is resulting in better customer satisfaction."

## Thumbs up for mileage and quality

The printer says he is quite satisfied with Komori K-Supply H-UV ink and that it has had a positive impact on print operations: "The ink has been working well with added support from Print & Pack, the Australian distributor, to manage our roller settings every four months. K-Supply ink dries extremely well and the scuff resistance is great. There are no complaints with the ink mileage or print quality."

Moreover, Alex is pleased to report that press operators have been able to achieve correct color more efficiently: "K-Supply inks settle on the press very quickly, making it easier for operators to achieve color rapidly and with reduced paper waste."

In terms of meeting ISO standards, Alex explains that Hero Print's color manager has created the correct ISO profile targets and that they meet them with confidence. They also

achieve correct dot gain without any issues. In addition, the printer says gloss levels are superior because there is minimal absorption into the substrate. Finally, Alex says that the plant environment has improved because misting with K-Supply H-UV ink is very minor.

Better quality print products, easier operation and a better plant environment are pointing to a bright future for K-Supply H-UV ink and Hero Print.



# KGC-A: Training Powered by **Teamwork**

One of the many services provided by Komori Graphic Center-America (KGC-A) at Komori America Corporation is operator training. KGC-A provides training to operators at new or existing Komori customers to ensure they are familiar with the technology of the press and can maximize its productivity.



demonstrators Tom Totten and Chris Ownby, with the color management training provided by Stratton. “Our demonstrators have worked in production environments, and that experience, combined with their knowledge of Komori presses, builds a level of camaraderie and trust that is important in these training scenarios,” says Stratton. “We have a great team and they are dedicated to providing kando to all our customers.”

“Many press operators are currently working on older press models that do not have the automation that is available on new presses, like the Lithrone G series machines,” says Hal Stratton, manager of KGC-A.

## Training adapted to needs

A combination of classroom and hands-on training, each operator training class runs for five days, giving the students an opportunity to learn the technology and then practice on the press. “It’s a good balance — tell them what they need to know, show them how to do it, and then let

them loose to do it on their own. It’s a system that has worked very well for us, and the response we get from participants and from their company management is very positive.” KGC-A schedules monthly operator training on its eight-color Lithrone G40P and its six-color Lithrone GX40. “On occasion we offer customized classes if requested by a customer,” says Mr. Stratton. “These are primarily for customers who are moving into new equipment and processes, such as UV curing, where a lot of specific training is needed.”

Classes are taught by KGC-A



Postpress/Cutter/Apressia CT137

# A New Cutter to Celebrate **50 Years** in Business

Nuova Stampa is a small printing company located in Revello, a lovely village in the province of Cuneo in Piedmont, Northern Italy. This year they will celebrate 50 years in the business, and since the postpress department needed an upgrade, they decided to acquire a new cutter, namely the new Apressia CT137 Programmable Hydraulic Clamp Cutter.



From left: Diego, Riccardo and Massimo Castellino, Owners

The family business was founded by Carlo Castellino, and today the company is managed by his three brothers, Riccardo, Diego and Massimo.

“Nuova Stampa,” says Massimo, “has carved out a prominent role for the printing of materials related mainly to the economic activities in our area – short-run brochures and other services for the fruit and vegetable markets that constitute the main economic engine in this area.”

## Finding the weak link

Throughout 50 years Nuova Stampa has evolved dramatically while facing the challenge of providing clients with complete service – by running the printing process at high

speed and handling everything from the most creative parts of the job to imposition, CTP, printing, folding and binding. But now the company is aiming to make the whole process even more efficient.

Right in the cutting department, where the company had relied on old equipment up to now, the production’s weak link was finally identified. Therefore, in light of their important anniversary, the Castellino brothers decided to invest in the new Apressia CT137 cutter.

## Why Komori?

“We have been using a five-color Lithrone 28 and are a very satisfied Komori user,” says Diego. “And when the need for a new cutter

presented itself, we carried out a thorough technical analysis, which in the end led us to decide in favor of the Apressia in the larger 137 cm format for better ergonomics with our paper size.” Adds Riccardo: “The robust construction of the machine also played a significant role. The fact that it has greater strength and rigidity than competitors’ equipment completely convinced us of the quality of the Apressia CT137 despite it being a very new development.”

## Future prospects

“Our mission is to continue speeding up the production process in order to offer even faster service. We are also interested in Komori’s H-UV technology, which is unique and is also the safest and fastest option for drying ink at a reasonable cost. Hopefully, if the current positive economic upturn continues, we will certainly look into this investment too.”

## POSTPRESS NOTE

**CLEAN CUTTING OF TWO-SIGNATURE BINDING**

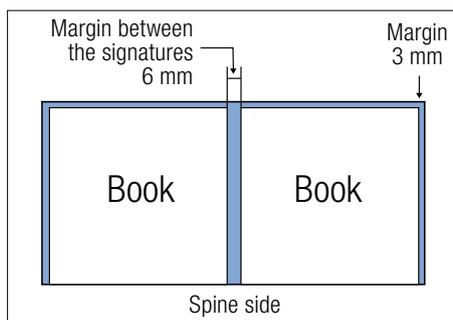
In two-signature binding using saddle stitching or perfect binding, several sections are stacked and then cut into single signatures and finished up to trimming. A flat cutting machine is often used for small lots, and problems such as breaking of the spine can occur.

The trimming widths with two signatures joined are almost always designed to be 3 mm on the top, bottom and edge and 3 mm each between the signatures for a total of 6 mm, the same as general binding.

Cutting with stability and precision depends on conditions such as paper grade and cutting order. The first cut is in the middle of the 6 mm between the signatures. Cut into two single signatures, and then cut off the three margins. The number of tasks is increased, but the load on the book's spine is reduced and the finished book looks good.

Also, when cutting multiple stacked sections, some operators put unneeded books or a bundle of paper under the lowest section to be cut. By doing this, cutting scrap easily moves away from the cut and stress on the lowest volume is reduced.

Putting the back of the book on the table facing left or right is also important. The blade comes down swinging to either the left or right. The direction might greatly influence cutting. Test with various grades of paper.



Arrangement before cutting with two-signature binding

**INSIGHT BECOMES KOMORI INDIA**

Insight Communication and Print Solution India, Komori's Indian distributor, has become Komori India Pvt. Ltd., a Komori subsidiary.

Since its founding in 2007, Insight has increased sales volumes and revenues and has captured the largest market share based on the number of presses delivered in the past three years.

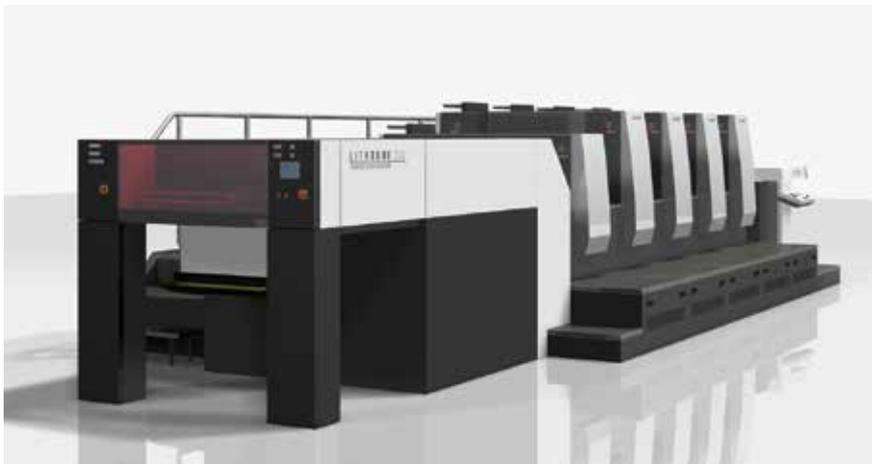
With a population of 1.3 billion, 50 percent under the age of 24, India has the potential for high economic growth. Plus, the market for offset presses is expected to grow by more than 10 percent, exceeding the GDP growth rate. In addition to expanding offset press sales, Komori will strengthen high added value proposal capabilities through human resources development, build a full service system that raises confidence, provide ICT solutions that improve productivity, and propose products suited to the local environment.

By strengthening and improving technical support, prompt and reliable solutions can be provided for customer issues related to quality, productivity and operator skills. Assistance will not be limited to problems. The volume of technical information, such as examples of improvement for the shop floor, will also increase. Further, a high priority issue is raising the level of support to enable proposals of solutions that fit customer needs. In addition, feedback regarding the characteristics and needs of the Indian market to the sales, development and production departments of Komori in Japan will facilitate future solutions that match the Indian market.



Komori India team

## 37-INCH PRESSES INTEGRATED INTO NEW LITHRONE G37



GL437+C (Four-color 37-inch offset printing press with in-line coater)  
Model in CG image includes options.

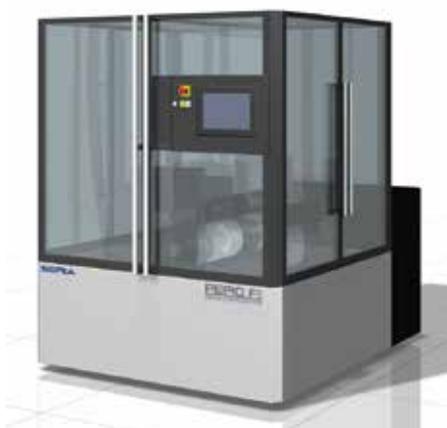
The Lithrone G37, while compact, can feed 940 x 650 mm sheets and has ample capacity to print 16-page A4 impositions. The lineup has been expanded to enable the high added value printing needed in package printing with a press that offers compatibility with sheet thicknesses up to 0.8 mm, six or seven-color configurations with in-line coater, and a skeleton transfer cylinder. High-end features, substantial production capacity and an agile format in an appealing new design.

\* Models remain in some areas.

Komori Corporation has integrated the two models in the lineup of 37-inch sheetfed offset printing presses, the Lithrone A37 and the Lithrone G37, into a single Lithrone G model\* and renewed the design. The press, with an updated

exterior using the same silver tone as the Lithrone G26/G29 that appeared at drupa 2016, features outstanding performance and advanced Komori technologies. All models from 26 to 44 inches have now been unified as the Lithrone G series.

## PEPIO F6 GOES TO NEXTFLEX FOR FHE RESEARCH



Pepio F6 gravure offset printing press

Komori Corporation lent a Pepio F6 gravure offset printing press for fine lines to NextFlex, a U.S. institute facilitating technical innovation and commercialization of Flexible Hybrid Electronics (FHE), and joined NextFlex as an Equipment Affiliate for development collaborations. In the future, Komori will provide printed electronics solutions based on its ultra-high-precision gravure offset technologies to the institute. The Pepio F6 was displayed at the 2018FLEX conference and then installed at NextFlex.

Eiji Kajita, Director and head of the Corporate Planning Office of Komori Corporation, said: "The Komori Group will take the opportunity of

this project to make greater efforts to realize a better IoT society."



From left: Dr. Malcolm Thompson, Executive Director of NextFlex, Eiji Kajita, Director and head of the Corporate Planning Office of Komori Corporation

## OPEN NEW PAGES SHOW 2018

Tsukuba, Japan



The Open New Pages Show 2018 was held at the Tsukuba Plant Komori Graphic Technology Center on March 1st and 2nd, 2018. On both days a special lecture by Kazuhisa Nakamura, Production Manager of Kosaido's Saitama Plant, was presented on the Impremia IS29 sheetfed UV inkjet digital printing system installed by Kosaido.

Mr. Nakamura explained: "We compared the Impremia IS29 with two other digital machines. Each of these systems had strengths and shortcomings, but we decided to install the Impremia IS29 for five reasons: paper compatibility, one-pass duplex printing, color matching,

wide color gamut and print quality."

"We thought the wide color gamut would come alive in the work of creators who are very particular about color, and they offered high praise for the results. This made us realize that they were negative toward low print quality rather than digital printing."

### Demos show coordination

Following the lecture, demos were run on three different machines. The first demo featured a six-color Lithrone GX40 H-UV printing 500 sheets of packaging with a special drip-off effect by using four-color process inks, OP varnish and coating.

The new Apressia MB110E blanking system then handled the blanking to create finished products.

Linked to KP-Connect Pro, an eight-color Lithrone GX40RP H-UV L (LED) performed three jobs nonstop at 18,000 sph in just 9 minutes 45 seconds. The new Apressia CTX115 cutting system handled cutting for the first job.

And finally the Impremia IS29 teamed up with the Highcon Euclid digital cutting and creasing system to run three jobs. In the first job, the Impremia IS29 output the same image printed by the Lithrone GX40RP for color matching. The second job was a wide-gamut poster with DIC 35 and Pantone 54 on four-color process. For the third job, a desktop calendar and case were printed, and the Euclid handled cutting to create the case.



Kazuhisa Nakamura, Production Manager at Kosaido's Saitama Plant, at special seminar



Second demo: High-precision color matching of samples printed by Lithrone GX40RP and Impremia IS29 using K-ColorSimulator 2



Second demo: Cutting for first job by new Apressia CTX115 cutting system



Third demo: Wide-gamut poster with DIC 35 and Pantone 54 on four-color process

## PAMEX 2017

Mumbai, India



Pamex 2017, a four-day event known as India's Premier Packaging and International Printing Exhibition, was held at the Bombay Exhibition Centre in Mumbai from December 18 to 21, 2017. The event showcased all the latest developments in the

printing and publishing industry and recorded 25,223 visitors in four days. Komori presented a panel display of the Lithrone G37, which has expanded the lineup for packaging, and the highly acclaimed Impremia IS29 sheetfed UV inkjet digital

printing system. The print gallery exhibited H-UV samples as well as currency samples printed on a Komori currency press.

## PRINT SUMMIT 2018

Mumbai, India



Print Summit, a conference organized by the Bombay Master Printers Association and celebrated as Printer Day in India, was staged in Mumbai, India, on January 17, 2018. This year Komori was a main sponsor of the annual event. Nine

distinguished speakers, including Hirofumi Hoshino, Associate Board Director of Komori, addressed the meeting. In his remarks, Hoshino discussed the installation of Komori presses in India in recent years and also indicated that the prospects for

future growth of the Indian market are very good. Also, using Japan and China as examples, he spoke about actual work site conditions and explained that preventive maintenance reduces press downtime and improves productivity.

## EXPOPRINT LATIN AMERICA 2018

São Paulo, Brazil



ExpoPrint Latin America, the largest printing event in Latin America, was staged March 20 to 24, 2018, in São Paulo, Brazil. Held once every four years, the exhibition showcases the newest technology for prepress, printing, packaging and finishing.

The Komori distributor in Brazil,

Furnax Group, demonstrated a Komori four-color Lithrone G37 H-UV press to underline its theme of the latest printing technology and Furnax total solutions. The live demonstrations of the Lithrone G37 used different images and both light and heavy stocks to convey

the versatility of the machine and its advanced technologies, including H-UV/H-UV L (LED).

# Komori People

## Customer support from the heart

Tony Stahl,  
Service Coordination Manager,  
Komori America Corporation



On any given day, you'll find Tony Stahl, Service Coordination Manager at Komori America Corporation, with a headset on, helping customers solve problems. In his role, Tony is the first contact for customer assistance. "I've found that there are a multitude of problems that can be solved by calmly walking a customer through his issue and giving him the information he needs to get his press up and running. I find it extremely gratifying to deliver the kind of customer support that can immediately improve a customer's day," he says. This isn't something Tony learned overnight. He started his career at Komori America Corporation 26 years ago as an electrician and spent years on the road. His knowledge and experience led to his most recent promotion as Service Coordination Manager.

Tony says for him, Komori is not just a job – it's a family. "It's kind of a cliché, but the employees at Komori America really care about each other. We're all working toward the same goal and that's to make sure our customers are nothing short of delighted with Komori."

His current job in the Komori America Headquarters office has helped him in his most important role – that of father. With five children, and raising his three youngest children on his own, being able to be present for them is extremely important to Tony. "With three kids still at home, it's a real blessing to be able to have dinner with my kids most nights and stay involved in their lives. It's extremely important to me to foster good values and raise good human beings. I also think this has made me

a better employee."

His younger sons, Andrew and Zack, are actively involved in BMX racing, and his weekends are spent cheering them on, while his daughter Addison is active in competition cheerleading. "My free time is all kids, all the time – and I wouldn't have it any other way."



Left: Andrew and Zack Stahl  
Right: Addison and Tony Stahl

## Editor's Note

As change continues to ripple through the printing industry environment, the feature article in this issue introduces visualization of issues and solutions that will lead to increased profitability. At IGAS 2018, new technologies – including KP-Connect, the Komori Solution Cloud, which makes problems visible, and new Komori products that implement super-short makeready and nonstop production – will be introduced. Count on Komori.

### Special Site

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Visit our special site to see the latest *On Press* in PDF, event information, and exciting movies of Komori users.



[http://www.komori-event.com/movie/feature/index\\_en.html](http://www.komori-event.com/movie/feature/index_en.html)

### Survey

#### We Want to Hear from You

*On Press* has set up a survey site to help in providing more useful content to readers. Selected by a drawing, a total of 20 respondents will receive a Komori thermos bottle. Deadline: July 31, 2018

Winners will be notified by delivery in the mail. Color cannot be selected.



<https://form.k3r.jp/komori/op93q>



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